



August 2013

Area Delimited by County Of Muskogee

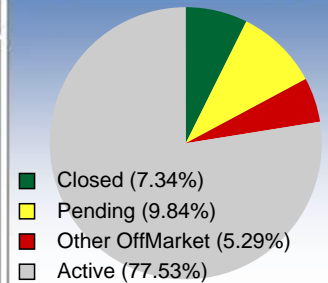


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of August 31, 2013 = **528**

	AUGUST		
	2012	2013	+/- %
Closed Listings	40	50	25.00%
Pending Listings	48	67	39.58%
New Listings	77	125	62.34%
Average List Price	114,499	105,181	-8.14%
Average Sale Price	109,552	100,827	-7.96%
Average Percent of List Price to Selling Price	94.73%	93.28%	-1.53%
Average Days on Market to Sale	5.03	27.26	442.49%
End of Month Inventory	245	528	115.51%
Months Supply of Inventory	7.64	12.38	62.05%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 17, 2013

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2013 rose **115.51%** to 528 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **12.38** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.96%** in August 2013 to \$100,827 versus the previous year at \$109,552.

Average Days on Market Lengthens

The average number of **27.26** days that homes spent on the market before selling increased by 22.24 days or **442.49%** in August 2013 compared to last year's same month at **5.03** DOM.

Sales Success for August 2013 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 125 New Listings in August 2013, up **62.34%** from last year at 77. Furthermore, there were 50 Closed Listings this month versus last year at 40, a **25.00%** increase.

Closed versus Listed trends yielded a **40.0%** ratio, down from last year's August 2013 at **51.9%**, a **23.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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August 2013

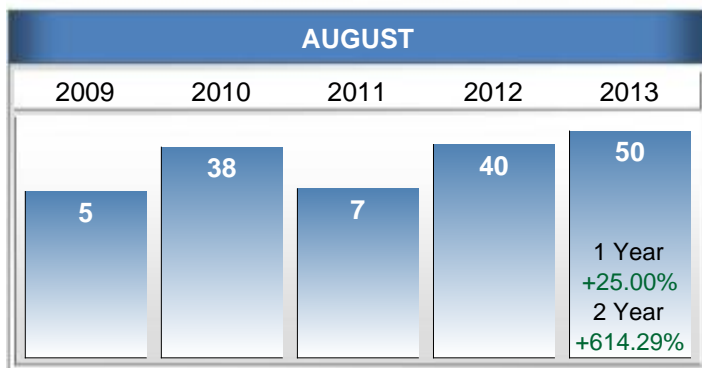
Closed Sales as of Sep 17, 2013



Closed Listings

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Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.00%	29.0	1	0	0	0
\$10,001 - \$30,000	9	18.00%	33.6	6	3	0	0
\$30,001 - \$60,000	6	12.00%	26.8	3	3	0	0
\$60,001 - \$100,000	15	30.00%	23.5	0	14	1	0
\$100,001 - \$140,000	7	14.00%	23.1	2	5	0	0
\$140,001 - \$250,000	8	16.00%	34.5	0	3	5	0
\$250,001 and up	4	8.00%	20.3	0	0	4	0
Total Closed Units:	50		27.3	12	28	10	0.00B
Total Closed Volume:	5,041,340			509.30K	2.45M	2.09M	0.00B
Average Closed Price:	\$100,827			\$42,442	\$87,394	\$208,500	\$0

Closed Listings

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Monthly Inventory Analysis

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August 2013

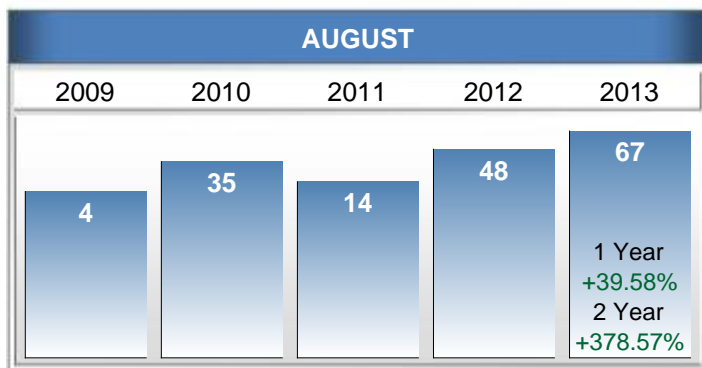
Pending Listings as of Sep 17, 2013



Pending Listings

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Pending Listings
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5yr AUG AVG = 34 **3 MONTHS**

High
Aug 2013 = 67

Low
Jun 2011 = 3

Pending Listings this month at **67**, above the 5 yr AUG average of **34**

JUN	36
JUL	65
AUG	67

80.56% (JUL vs AUG)
3.08% (AUG vs 5yr AVG)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	9	13.43%	51.1	5	2	0	2
\$20,001 \$40,000	6	8.96%	35.8	2	3	1	0
\$40,001 \$60,000	5	7.46%	37.6	2	3	0	0
\$60,001 \$100,000	19	28.36%	22.0	3	16	0	0
\$100,001 \$140,000	11	16.42%	41.4	0	9	2	0
\$140,001 \$190,000	10	14.93%	45.5	1	5	4	0
\$190,001 and up	7	10.45%	24.7	0	1	6	0
Total Pending Units:	67		20.1	13	39	13	2
Total Pending Volume:	7,064,149			623.60K	3.67M	2.74M	29.00K
Average Listing Price:	\$114,925			\$47,969	\$94,032	\$211,100	\$14,500



Monthly Inventory Analysis

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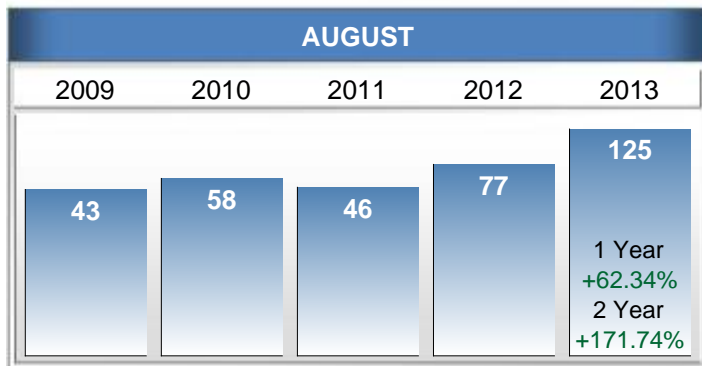
New Listings as of Sep 17, 2013



New Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



New Listings

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	2.40%	2	1	0	0
\$10,001 - \$40,000	23	18.40%	11	8	4	0
\$40,001 - \$70,000	21	16.80%	7	13	1	0
\$70,001 - \$120,000	27	21.60%	9	17	1	0
\$120,001 - \$180,000	20	16.00%	3	12	5	0
\$180,001 - \$250,000	18	14.40%	1	11	5	1
\$250,001 and up	13	10.40%	5	2	6	0
Total New Listed Units:	125		38	64	22	1
Total New Listed Volume:	15,732,573		3.97M	7.30M	4.21M	245.00K
Average New Listed Listing Price:	\$130,600		\$104,515	\$114,103	\$191,518	\$245,000



Monthly Inventory Analysis

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August 2013

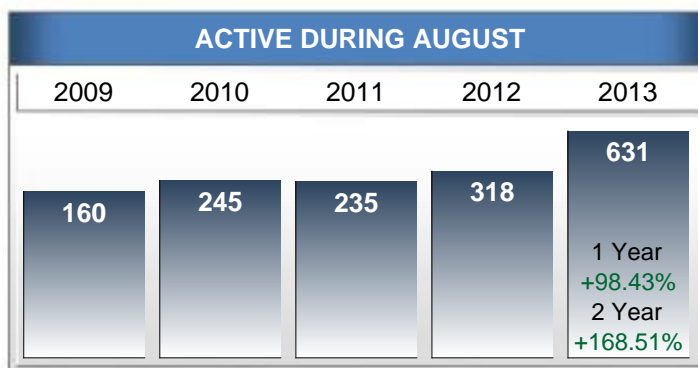
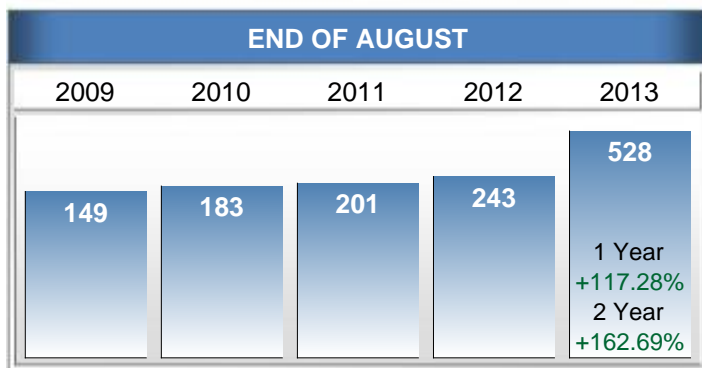
Active Inventory as of Sep 17, 2013



Active Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Active Inventory

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5yr AUG AVG = 261		3 MONTHS	
High	Aug 2013 = 528	JUN	335
Low	Jan 2009 = 104	JUL	506
<i>Inventory this month at 528, above the 5 yr AUG average of 261</i>		AUG	528
			4.35%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	77	14.58%	51.7	65	7	4	1	
\$25,001-\$50,000	69	13.07%	58.3	36	21	12	0	
\$50,001-\$125,000	171	32.39%	57.2	46	105	17	3	
\$125,001-\$175,000	78	14.77%	53.7	19	48	9	2	
\$175,001-\$275,000	73	13.83%	57.4	16	37	18	2	
\$275,001 and up	60	11.36%	60.2	24	12	17	7	
Total Active Inventory by Units:			528	56.4	206	230	77	15
Total Active Inventory by Volume:			79,862,501		31.91M	29.66M	14.08M	4.22M
Average Active Inventory Listing Price:			\$151,255		\$154,903	\$128,947	\$182,793	\$281,307



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

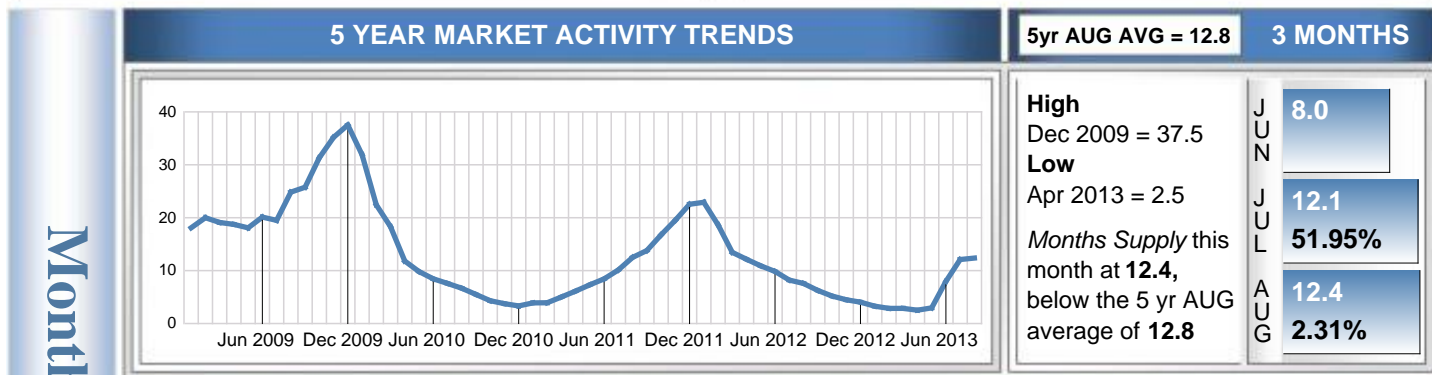
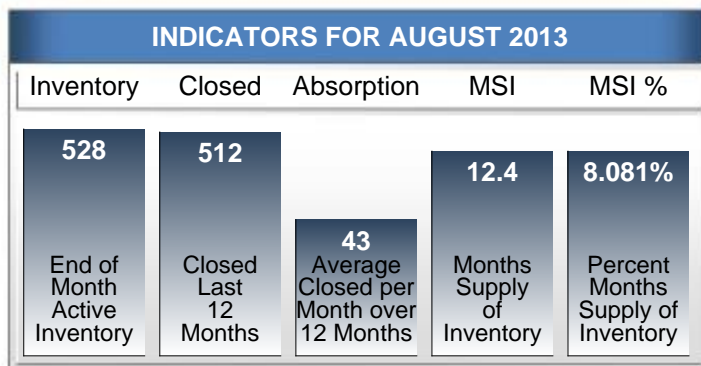
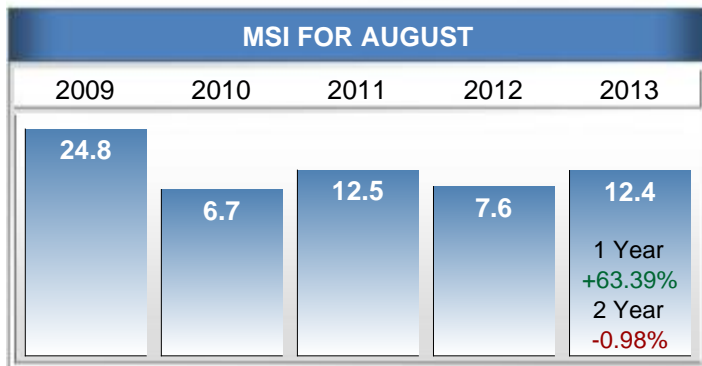
Active Inventory as of Sep 17, 2013



Months Supply of Inventory

Report Produced on: Sep 17, 2013

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Months Supply
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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	29	5.49%	12.4	15.4	2.4	0.0	12.0
\$10,001 \$40,000	82	15.53%	8.3	9.3	4.5	26.4	0.0
\$40,001 \$60,000	68	12.88%	16.0	19.6	10.2	84.0	24.0
\$60,001 \$130,000	145	27.46%	10.1	12.0	9.5	10.7	12.0
\$130,001 \$180,000	77	14.58%	13.4	28.0	11.5	8.0	0.0
\$180,001 \$290,000	70	13.26%	15.0	28.0	14.6	12.6	8.0
\$290,001 and up	57	10.80%	42.8	144.0	72.0	15.3	84.0
MSI:			12.4	15.5	10.0	13.6	25.7
Total Active Inventory:			528	206	230	77	15



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

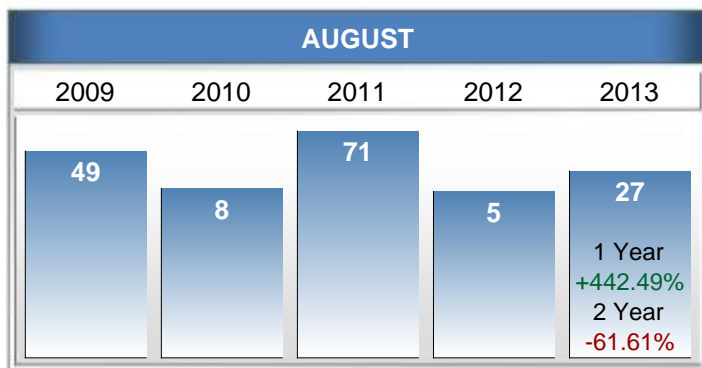
Closed Sales as of Sep 17, 2013



Average Days on Market to Sale

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.00%	29.0	29.0	0.0	0.0	0.0
\$10,001 \$30,000	9	18.00%	33.6	33.8	33.0	0.0	0.0
\$30,001 \$60,000	6	12.00%	26.8	24.0	29.7	0.0	0.0
\$60,001 \$100,000	15	30.00%	23.5	0.0	24.1	15.0	0.0
\$100,001 \$140,000	7	14.00%	23.1	21.0	24.0	0.0	0.0
\$140,001 \$250,000	8	16.00%	34.5	0.0	30.0	37.2	0.0
\$250,001 and up	4	8.00%	20.3	0.0	0.0	20.3	0.0
Average Closed DOM: 27.3				28.8	26.3	28.2	0.0
Total Closed Units: 50				12	28	10	
Total Closed Volume: 5,041,340				509.30K	2.45M	2.09M	0.00B



Monthly Inventory Analysis

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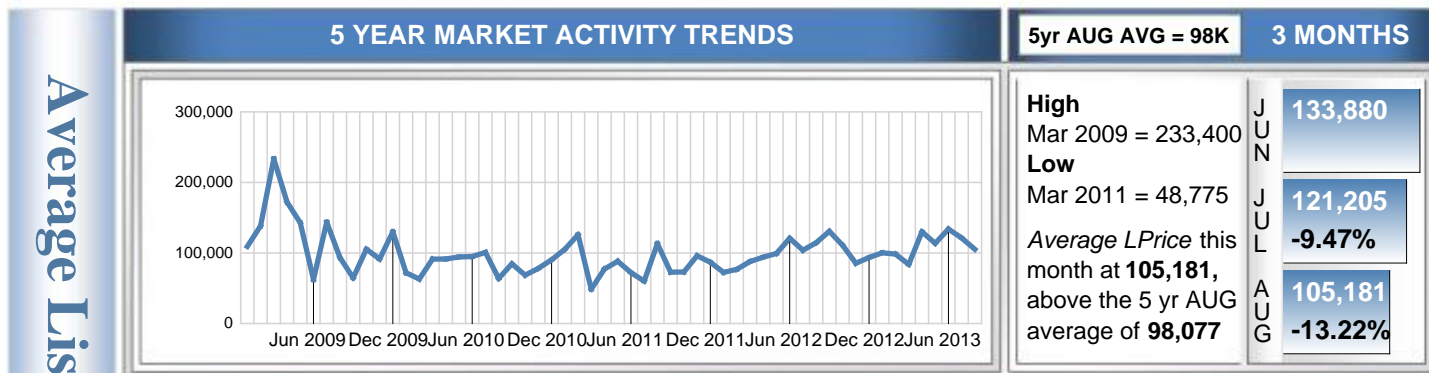
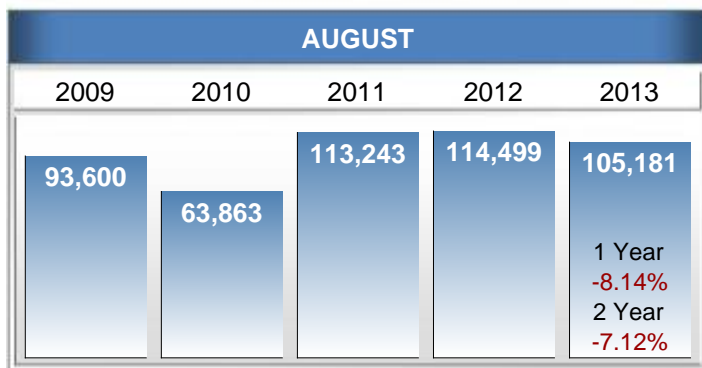
Closed Sales as of Sep 17, 2013



Average List Price at Closing

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range			%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1		2.00%	8,900	8,900	0	0	0
\$10,001 - \$30,000	7		14.00%	19,029	24,033	19,500	0	0
\$30,001 - \$60,000	7		14.00%	43,000	54,167	51,967	0	0
\$60,001 - \$100,000	15		30.00%	76,410	0	77,118	89,500	0
\$100,001 - \$140,000	6		12.00%	114,033	139,750	118,360	0	0
\$140,001 - \$250,000	10		20.00%	176,210	0	194,133	176,540	0
\$250,001 and up	4		8.00%	305,875	0	0	305,875	0
Average List Price:		\$105,181			\$49,592	\$88,152	\$219,570	\$0
Total Closed Units:		50			12	28	10	
Total List Volume:		5,259,049			595.10K	2.47M	2.20M	0.00B



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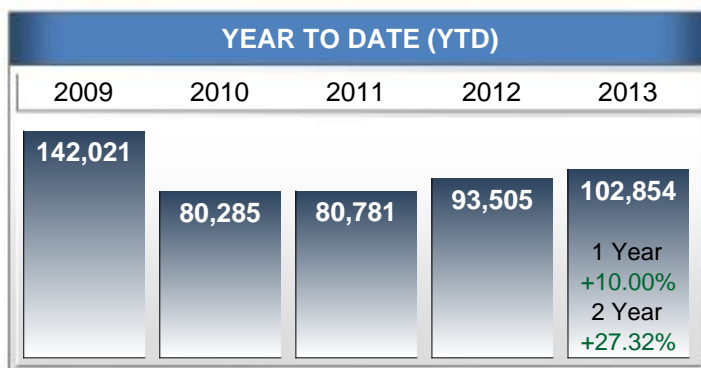
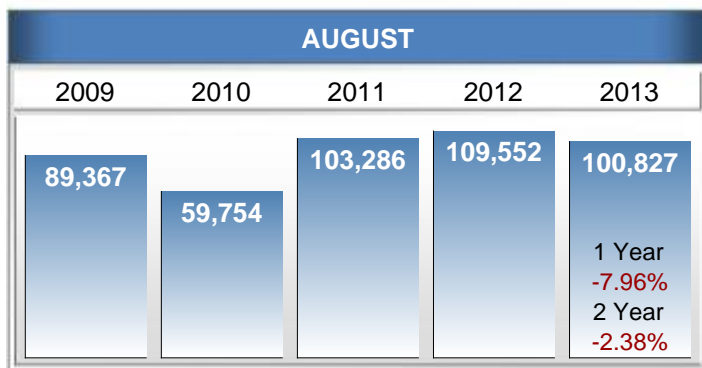
Closed Sales as of Sep 17, 2013



Average Sold Price at Closing

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Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1		2.00%	4,000	4,000	0	0	0
\$10,001 \$30,000	9		18.00%	18,033	19,383	15,333	0	0
\$30,001 \$60,000	6		12.00%	46,494	45,333	47,655	0	0
\$60,001 \$100,000	15		30.00%	77,485	0	76,948	85,000	0
\$100,001 \$140,000	7		14.00%	117,614	126,500	114,060	0	0
\$140,001 \$250,000	8		16.00%	184,500	0	203,500	173,100	0
\$250,001 and up	4		8.00%	283,625	0	0	283,625	0
Average Closed Price:	\$100,827				\$42,442	\$87,394	\$208,500	\$0
Total Closed Units:	50				12	28	10	
Total Closed Volume:	5,041,340				509.30K	2.45M	2.09M	0.00B



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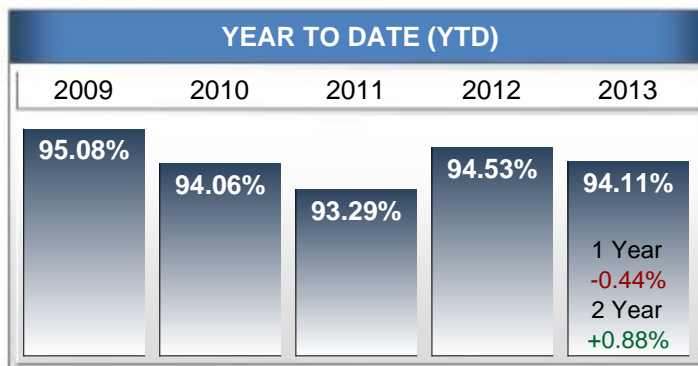
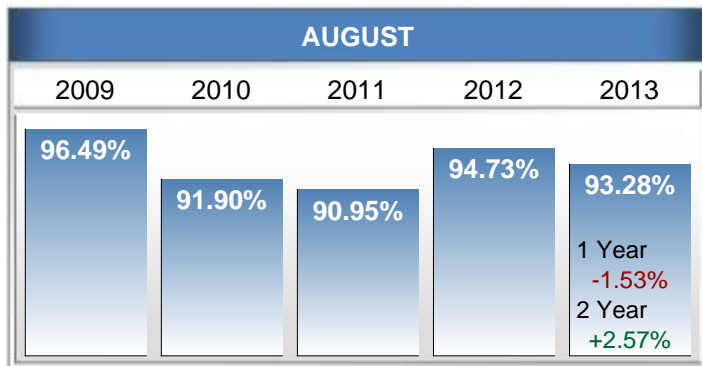
Closed Sales as of Sep 17, 2013



Average Percent of List Price to Selling Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.00%	44.94%	44.94%	0.00%	0.00%	0.00%
\$10,001 \$30,000	9	18.00%	81.70%	83.76%	77.58%	0.00%	0.00%
\$30,001 \$60,000	6	12.00%	90.27%	85.74%	94.80%	0.00%	0.00%
\$60,001 \$100,000	15	30.00%	100.08%	0.00%	100.45%	94.97%	0.00%
\$100,001 \$140,000	7	14.00%	95.29%	91.09%	96.97%	0.00%	0.00%
\$140,001 \$250,000	8	16.00%	100.36%	0.00%	104.18%	98.06%	0.00%
\$250,001 and up	4	8.00%	92.80%	0.00%	0.00%	92.80%	0.00%
Average List/Sell Ratio: 93.30%				82.24%	97.17%	95.65%	0.00%
Total Closed Units: 50				12	28	10	
Total Closed Volume: 5,041,340				509.30K	2.45M	2.09M	0.00B



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Inventory as of Sep 17, 2013



Market Summary

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Absorption: Last 12 months, an Average of 43 Sales/Month

Active Inventory as of August 31, 2013 = 528

	AUGUST			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	40	50	25.00%	339	337	-0.59%
Pending Sales	48	67	39.58%	362	359	-0.83%
New Listings	77	125	62.34%	538	888	65.06%
Average List Price	114,499	105,181	-8.14%	97,556	109,498	12.24%
Average Sale Price	109,552	100,827	-7.96%	93,505	102,854	10.00%
Average Percent of List Price to Selling Price	94.73%	93.28%	-1.53%	94.53%	94.11%	-0.44%
Average Days on Market to Sale	5.03	27.26	442.49%	15.92	14.95	-6.10%
Monthly Inventory	245	528	115.51%	245	528	115.51%
Months Supply of Inventory	7.64	12.38	62.05%	7.64	12.38	62.05%

